

## *Jennifer L. Woolley*

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The Leavey School of Business  
Management Department  
Santa Clara, CA 95050

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858-922-2987 (cell)

**Education**      **University of California, Irvine**      **Ph.D.**  
The Paul Merage School of Business      2007  
Program area: Organization and Strategy  
Dissertation: *Understanding Organizational Community:*  
*The Nanotechnology Community*  
**University of San Diego**      **M.B.A.**  
Concentrations: Finance and Marketing      2000  
**Wellesley College**      **B.A.**  
Undergraduate Major: Classical Studies      1997

**PhD**      Professors Claudia Bird Schoonhoven, Chair; Margarethe Wiersema; Christine  
**Committee**      Beckman

**Teaching**      Strategy, Entrepreneurship, Technology Management, Organization Theory.  
**Interests**

**Teaching**      **Courses Taught**  
Management of Contemporary Organizations-      Summer 2006  
undergraduate course: University of California, Irvine  
**MBA Course Teaching Assistant and Guest Lecturer**  
Entrepreneurship: Business Planning for New Ventures      2003, 2004, 2005, 2006  
Business Strategy      2004, 2006  
New Venture Management      2003, 2004, 2005  
Management of Complex Organizations      2004, 2005, 2006  
**Undergraduate Course Teaching Assistant**  
Marketing      1998, 1999  
Introduction to Operations      1999

**Research**      The emergence of firms, industries, and organizational communities.

**Research**      **Papers Published or Under Review:**  
Schoonhoven, C.B. & Woolley, J.L. "Top Management Teams In An  
International Context." 2005. In D.L. Shapiro, M.A. Von Glinow, & J.L.C.  
Cheng (Eds.) *Managing Multinational Teams: Global Perspectives. Advances in  
International Management Research Series.* Oxford: Elsevier/JAI.  
  
Schoonhoven, C.B. & Woolley, J.L. "New Firm Mortality Rates in China:  
Contextualizing new venture survival models." Under review.

Woolley, J.L. & Rottner, R.M. "The Impact of Public R&D Investment on Nanotechnology Entrepreneurship" Under Review

Galbraith, C.S., DeNoble, A.F., & Woolley, J.L. "Chemical Sensing Technologies Market and Commercialization." DARPA San Diego, 2005.

Foster, L. & Woolley, J.L. "Nanotechnology in the United States" Report for the Japanese External Trade Organization.

### **Conference Presentations & Symposia:**

Woolley, J.L. "Understanding the Emergence of Organizational Communities: Nanotechnology in the United States." *Annual Meeting of the Strategic Management Society*; 2006.

Schoonhoven, C.B. & Woolley, J.L. "New Firm Mortality Rates in China: Do we understand new venture survival in China context?" *Merage Conference on Strategic Initiatives in China*; 2006.

Woolley, J.L. "Cross Industry Analysis of the Nanotechnology Community" *Annual Meeting of the Academy of Management*; 2006.

Woolley, J.L. Symposium organizer and chair. "Nanotechnology Field Emergence And Evolution: Institutions, Networks, Actors, And Infrastructure" *Annual Meeting of the Academy of Management*; 2006.

Woolley, J.L. "Public Policy and Nanotechnology" *Atlanta Conference on Science and Technology Policy*; May, 2006.

Woolley, J.L. "Measuring Innovation: Liability of Newness?" *Western Academy of Management, Annual Meeting*; March 2006.

Woolley, J.L. "Driving Nanotechnology: Mapping the Emergence and Development of Nanosciences." *PRIME (Policies for Research and Innovation in Moving towards the European Research Area) NanoDistrict workshop* INRA Pierre Mendes University, Grenoble, France; March 2006.

Schoonhoven, C.B. & Woolley, J.L. "Regional Perspectives on Entrepreneurship & Innovation: Identities, Networks, & Chinese Technology Development Zones." *ENT & TIM symposium, Annual Meeting of the Academy of Management*, 2005.

### **Working Papers:**

Woolley, J.L. "The Origins of Organizational Communities: Nanotechnology in the United States."

Woolley, J.L. "A Cross Industry Analysis of the Nanotechnology Community."

Woolley, J.L. & Rottner, R. "A Typology of Innovation."

Schoonhoven, C.B. & Woolley, J.L. "The Value of Interorganizational Relationships."

## **Research Experience:**

The Value of Alliances. With Professor Claudia Bird Schoonhoven. Summer 2005 – Winter 2006.

Mortality of New Technology-based Firms in China. With Professor Claudia Bird Schoonhoven. Summer 2003 – Winter 2005.

Longitudinal analysis of Silicon Valley semiconductor firms, 1978-2002. With Professor Claudia Bird Schoonhoven. Fall 2002 – Spring 2005.

The use of limited dependent variables in strategy research. With Professor Margarethe Wiersema. Summer 2004.

Sequential entry of international firms. With Professor Bradley Killaly. Summer 2004.

## **Awards & Fellowships**

**Booz Allen Hamilton/Strategic Management Society PhD Fellowship** 2006  
**Award:** Competitive fellowship for top five papers submitted to the Strategic Management Society's annual conference by student first authors. "Understanding the Emergence of Organizational Communities: Nanotechnology in the United States." Vienna, Austria.

**Ray Watson Doctoral Fellowship:** Competitive award for solo-authored papers by advanced management doctoral students at University of California, Irvine. 2006

**Policies for Research and Innovation in Moving towards the European Research Area:** Grant to attend and present at the Atlanta Conference on Science and Technology Policy, Atlanta, Georgia. 2006

**Policies for Research and Innovation in Moving towards the European Research Area:** Grant to attend and present at the PRIME NanoDistrict workshop, Grenoble, France. 2006

**Strategic Management Society's Doctoral Consortium Participant** 2005  
Strategic Management Society, Orlando, Florida.

**Organization and Management Theory Doctoral Consortium Participant** 2005  
Academy of Management, Honolulu, Hawaii.

**Kauffman Foundation Fellowship** to attend Doctoral Consortium and Babson Kauffman Entrepreneurship Conference, Boston, Massachusetts. 2005

**Case Western Reserve University Entrepreneurship Seminar** 2005  
Kauffman Foundation Fellowship to participate, Cleveland, Ohio.

**Network and Academic Training Scholarship** 2003  
University of California, Irvine

**Regents Fellowship** 2002-2003  
University of California, Irvine

<b><u>Service</u></b>	Reviewer for Academy of Management: OMT, BPS, TIM, and Entrepreneurship Divisions.	2003-current
	Reviewer for the Western Academy of Management.	2003-current
	Session Facilitator: Academy of Management	2005-current
	Session Facilitator: Western Academy of Management	2006
	University of California, Irvine Doctoral Student Council	2003 – 2004
<b><u>Professional Associations</u></b>	<b>Academy of Management</b>	2002-current
	<b>Strategic Management Society</b>	2002-current
	<b>Western Academy of Management</b>	2003-current
<b><u>Business Experience</u></b>	<b>Ericsson Wireless Communications. San Diego, CA</b>	
	<i>Consulting Financial Analyst</i>	
	Responsible for due diligence for world-wide financing contracts of \$100MUSD - \$1.7BUSD, including financial analysis, SEC documentation, and corporate strategy analysis of current and prospective clients.	
	<b>Ashley Kumar &amp; Company. La Jolla, CA</b>	
	<i>Financial Research Analyst</i>	
	Researched and analyzed the operations and finances of publicly traded companies for publication and syndication.	
	<b>Westhold Corporation. San Diego, CA</b>	
	<i>Operations and Finance Manager</i>	
	Evaluated business proposals for financial and operational integrity. Evaluated and obtained financing for new products.	
	<b>Newton Wellesley Home Health Services. Newton, MA</b>	
	<i>Home Health Care Manager</i>	
	Managed quality of patient care for over 100 home bound clients.	